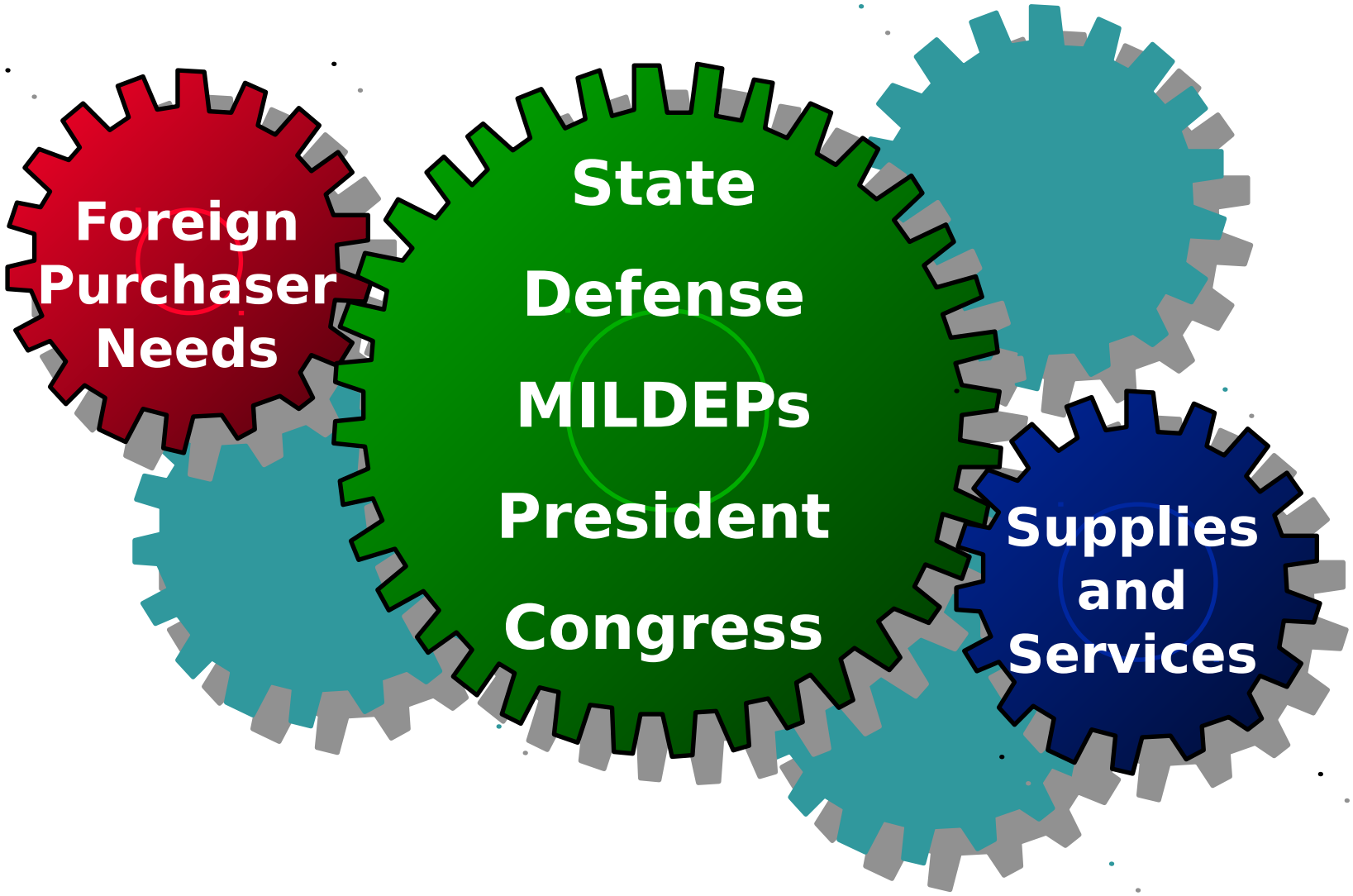
The Sales Process



PDR

Customer Decisions

Ministre D' Defence Bandaria

Needs

U.S. Munitions List

Arms Export Control Act

Non-U.S. Sources

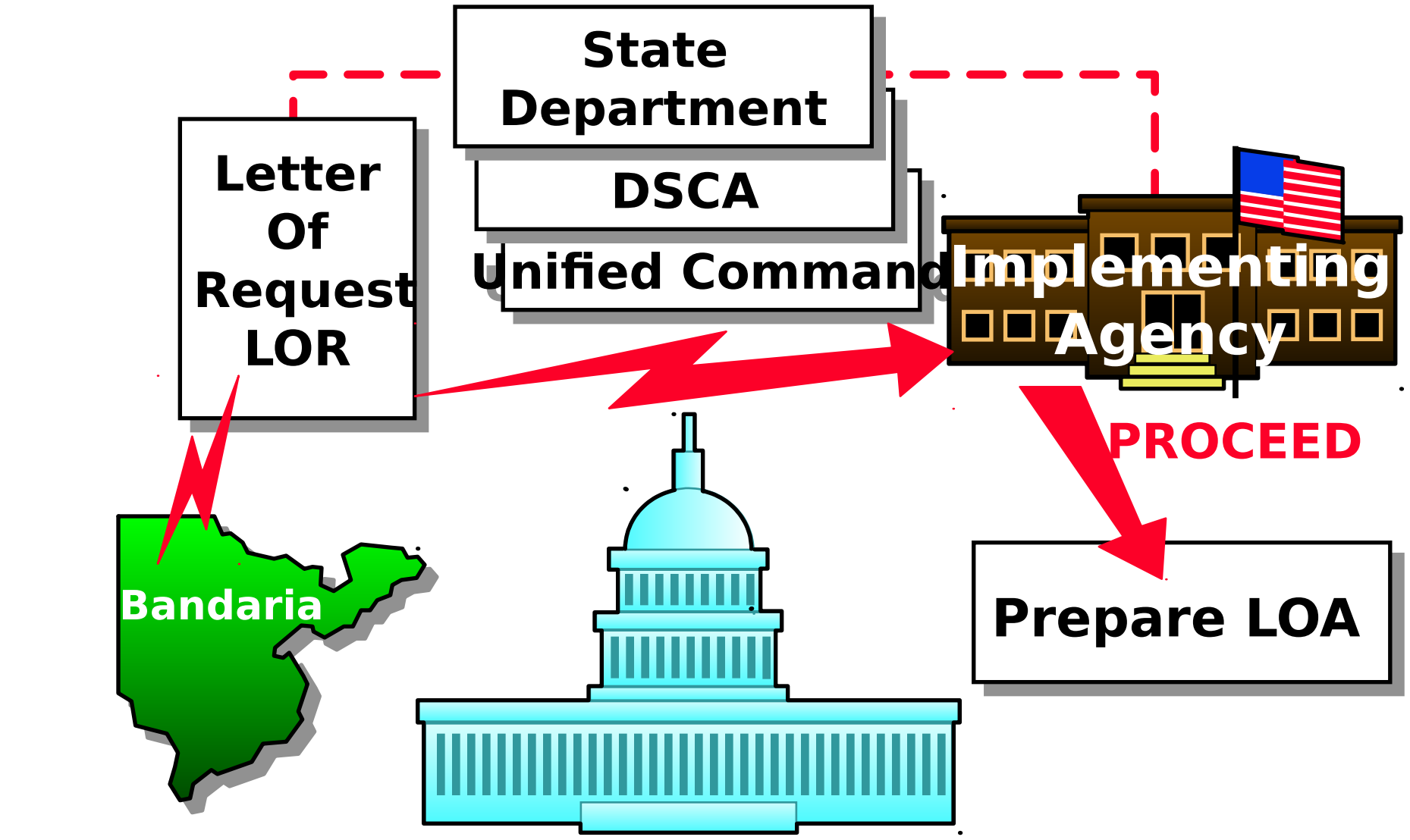
U.S. Commercial Export

FMS

Letter Of Request (LOR)

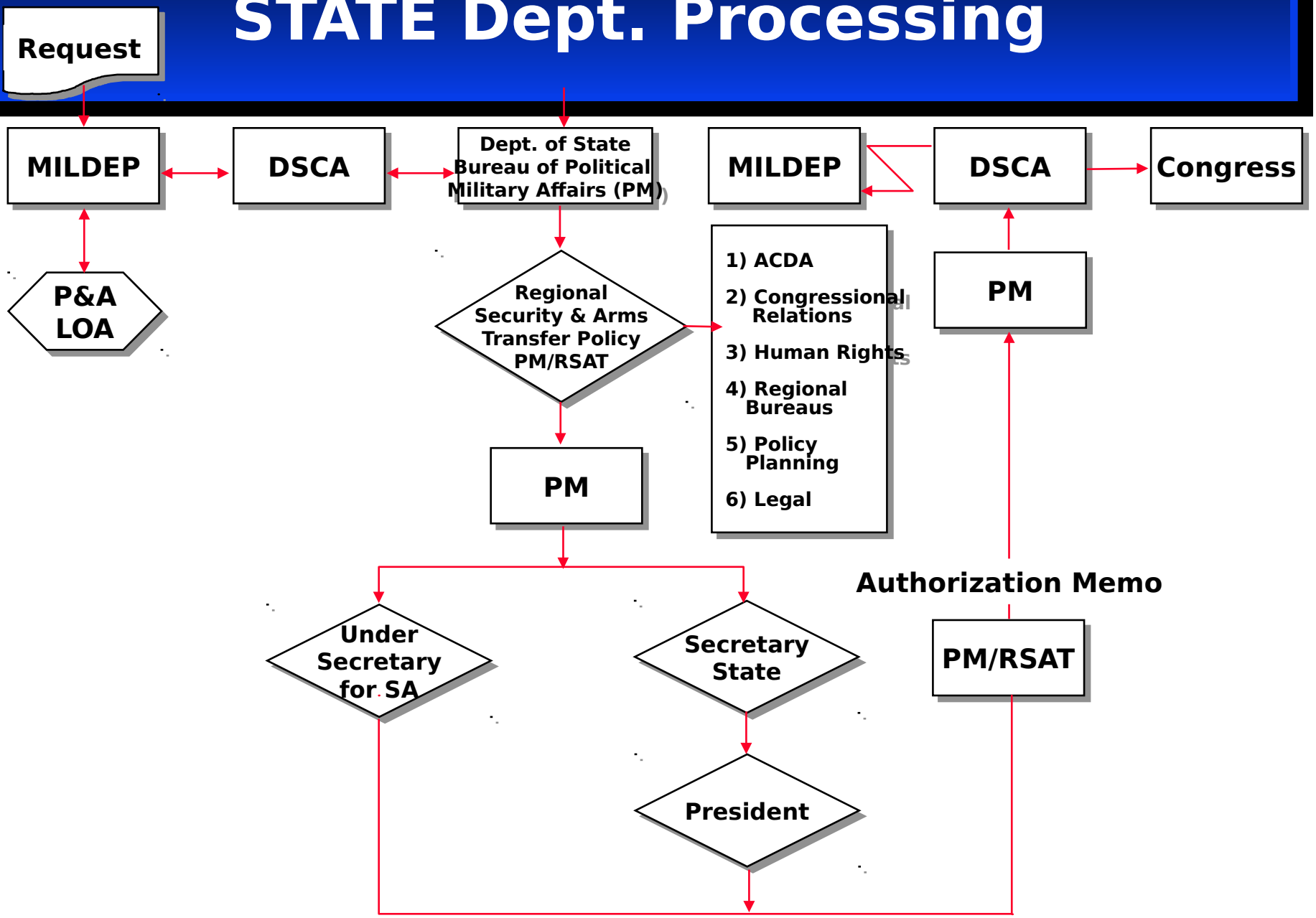
PDR

Channels of Request



PDR

STATE Dept. Processing



Letter of Request

1. Purchaser
2. Purpose (P&A, LOA)
3. Model
4. Quantity
5. Configuration
6. Source
7. Delivery
8. Acceptance Anticipated
9. Operations Concept
10. Maintenance Concept
11. Supply Concept
12. Contract Services
13. Organic Services
14. Training
15. Other Remarks

Foreign Military Sales Cases

- Defined Order
- Blanket Order
- Cooperative Logistics Supply Support Arrangements

Defined Order

- Defense articles/services/training specified
- LOA data analysis normally conducted
- Requisitions are prepared by DOD component

Blanket Order

Agreement between a purchaser and United States Government for a specific category of material or services (including training) with no listing of items or quantities.

Blanket Order Cases Are Normally for:

- Spares/Repair Parts (not initial/concurrent)
- Publications
- Support Equipment (minor)
- Minor Modifications/Alterations
- Technical Assistance Services
- Training
- Training Aids
- Reparables

Cooperative Logistics Supply Support Arrangements (CLSSA)

- Preferred method for many purchasers for follow-on support for spares/repair parts
- Only time DOD can buy stock in anticipation of demands
- Purchaser receives treatment similar to U.S. and other FMS purchaser activities with equal unit priorities

ARMY WEAPON SYSTEM SALE

ASA(RDA)

- PEO

ARMY

DUSA(IA)

PURCHASER

AMC

SATFA

USASAC

MAJOR SUBORDINATE COMMANDS

- TACOM
- CECOM
- AMCOM

MAJOR SUBORDINATE COMMANDS

- IOC
- SBCCOM
- STRICOM

- AUTHORIZED TO RECEIVE LOR'S
- PREPARE LOA DATA
- PREPARE LOA

- PROGRAM MANAGER
- ITEM MANAGER

NAVY WEAPON SYSTEM SALE

COMMANDANT OF THE MARINE CORPS (CMC)

NAVY

COMMANDANT OF THE COAST GUARD

ASN (RDA)

- PEO

AUTHORIZED TO RECEIVE LOR'S

PREPARE LOA DATA

PREPARE LOA

PURCHASER

NAVY IPO

NETSAFA

NAVAL SUPPLY SYSTEMS COMMAND

NAVICP International Programs Directorate

- ITEM MANAGER

OTHER SYSTEM COMMANDS

NAVAIR

NAVSEA

SPAWAR

NAVFAC

- PROGRAM MANAGER

PDR

Air Force Weapon System Sale

AIRFORCE

PURCHASER

SAF/IA

SAF/AQ

- PEO/DAC

AFMC PRODUCT/ LOGISTICS CENTERS

- SPD
- SAPM

AFSAC

AFSAT

OTHERS

- AMC
- ACC

AUTHORIZED TO RECEIVE LOR'S

PREPARE LOA DATA

PREPARE LOA

Air Force Materiel Command Product/Logistics Centers

System Centers:

Aeronautical Systems Center (WPAFB)

Electronic Systems Center (Hanscom AFB)

Human Systems Center (Brooks AFB)

Space & Missile Systems Center (Los Angeles AFB)

Air Logistics Centers:

Ogden Air Logistics Center (Hill AFB)

Oklahoma City Air Logistics Center (Tinker AFB)

Sacramento Air Logistics Center (McClellan AFB)

San Antonio Air Logistics Center (Kelly AFB)

Test Centers:

AF Development Test Center (Eglin AFB)

AF Flight Test Center (Edwards AFB)

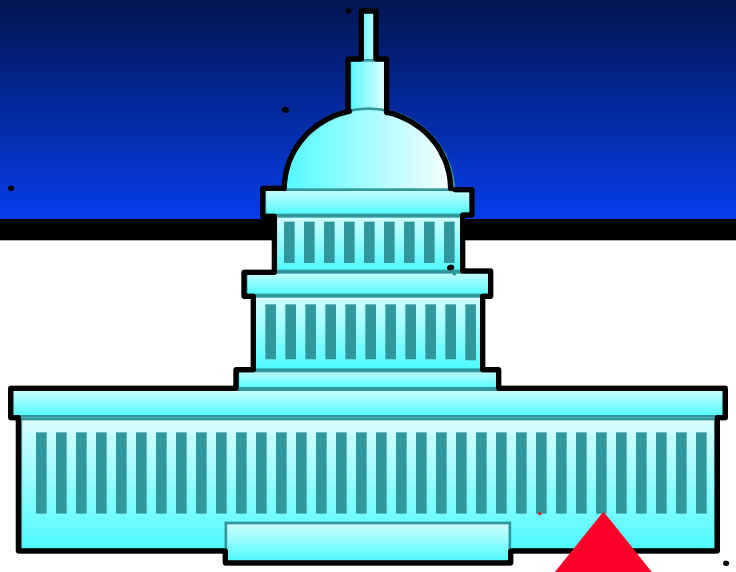
Arnold Engineering Development Test Center (Arnold AFB)

Other Centers:

Aerospace Maintenance and RegenerationCenter (Davis-Monthan AFB)

Cataloging and StandardizationCenter (Battle Creeek)

AF Security Assistance Center (WPAFB)



Bandaria

Notification

Offer

Final Review

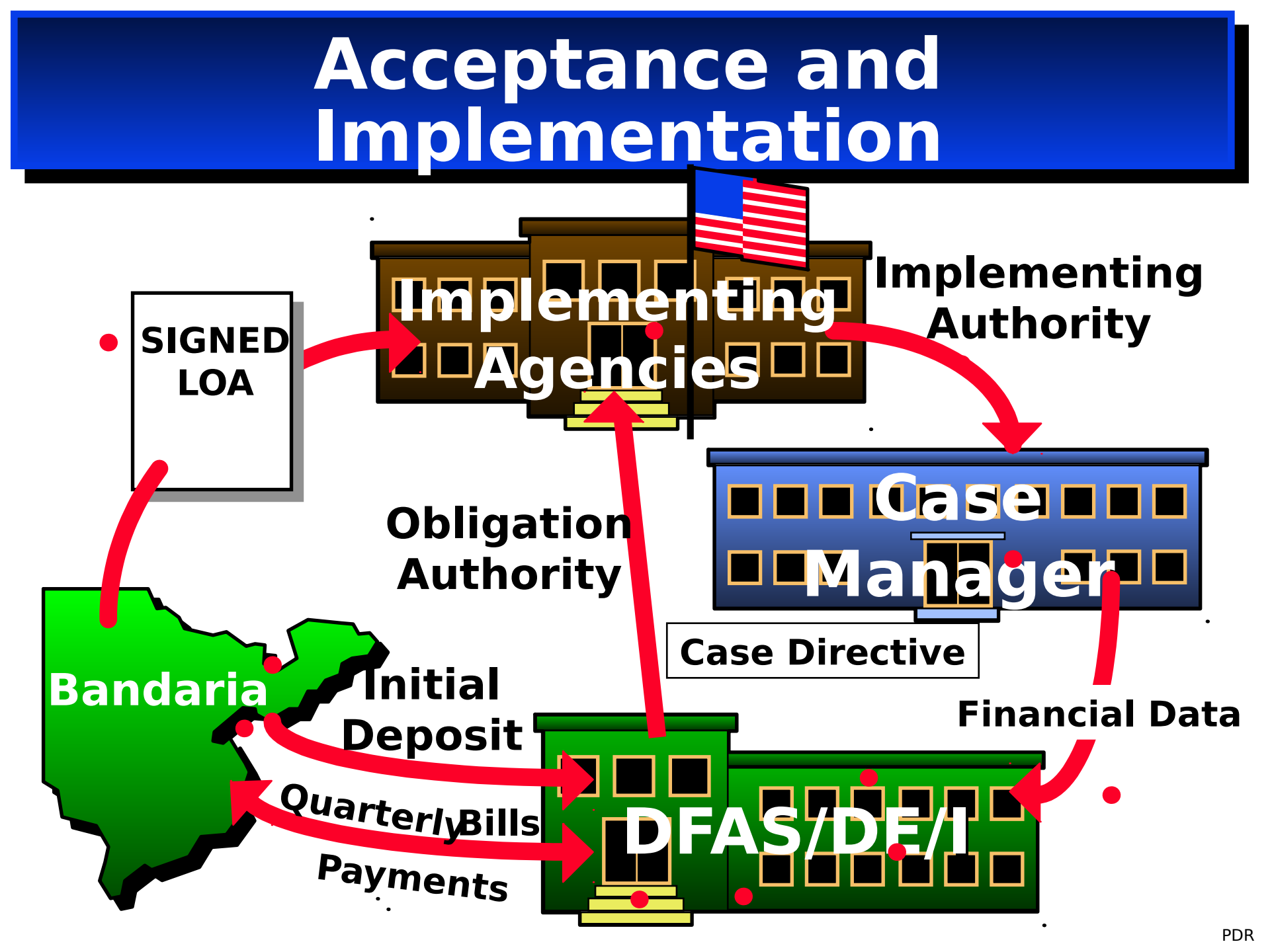
LOA

Final Coordination

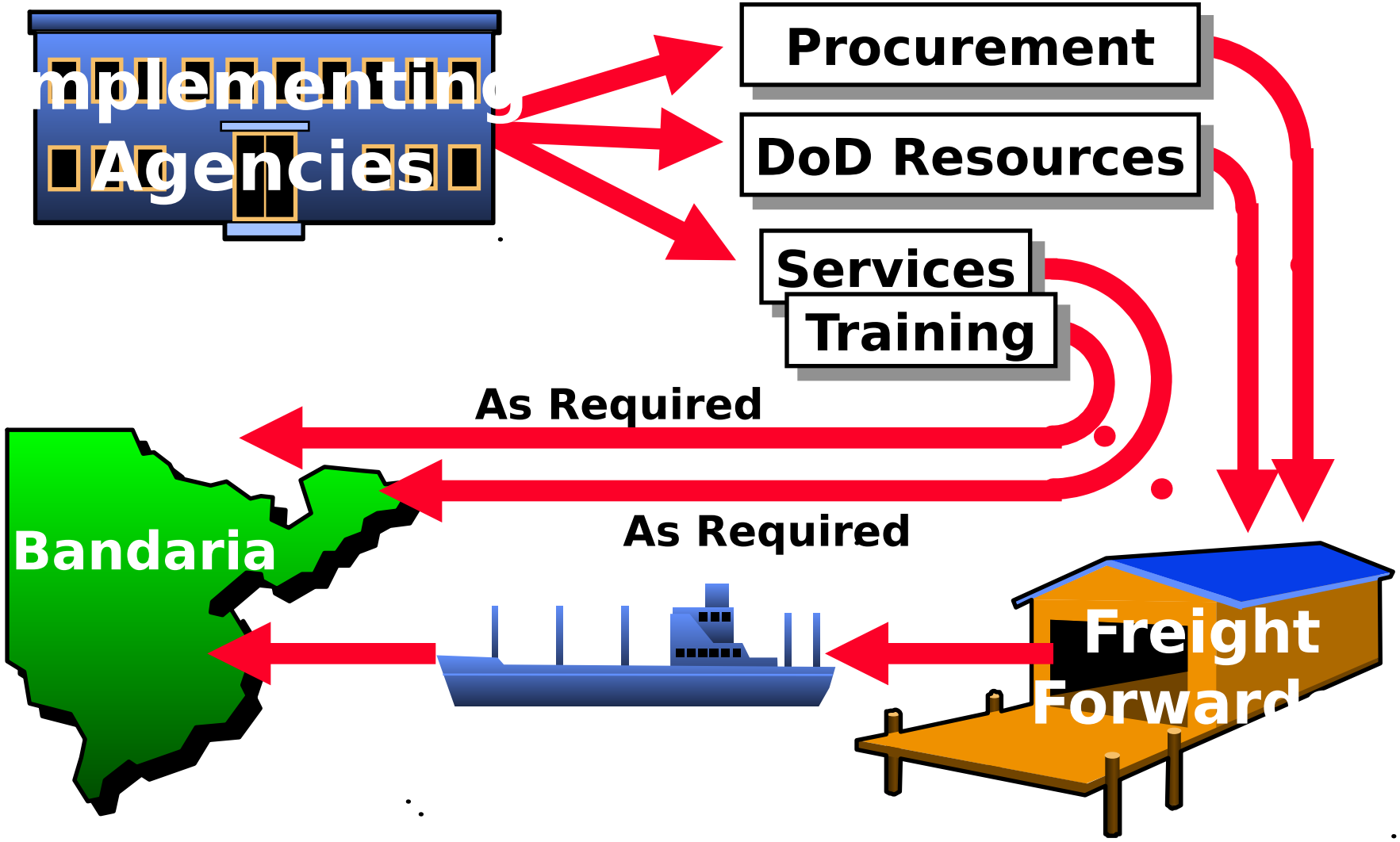
State Department

PDR

Acceptance and Implementation

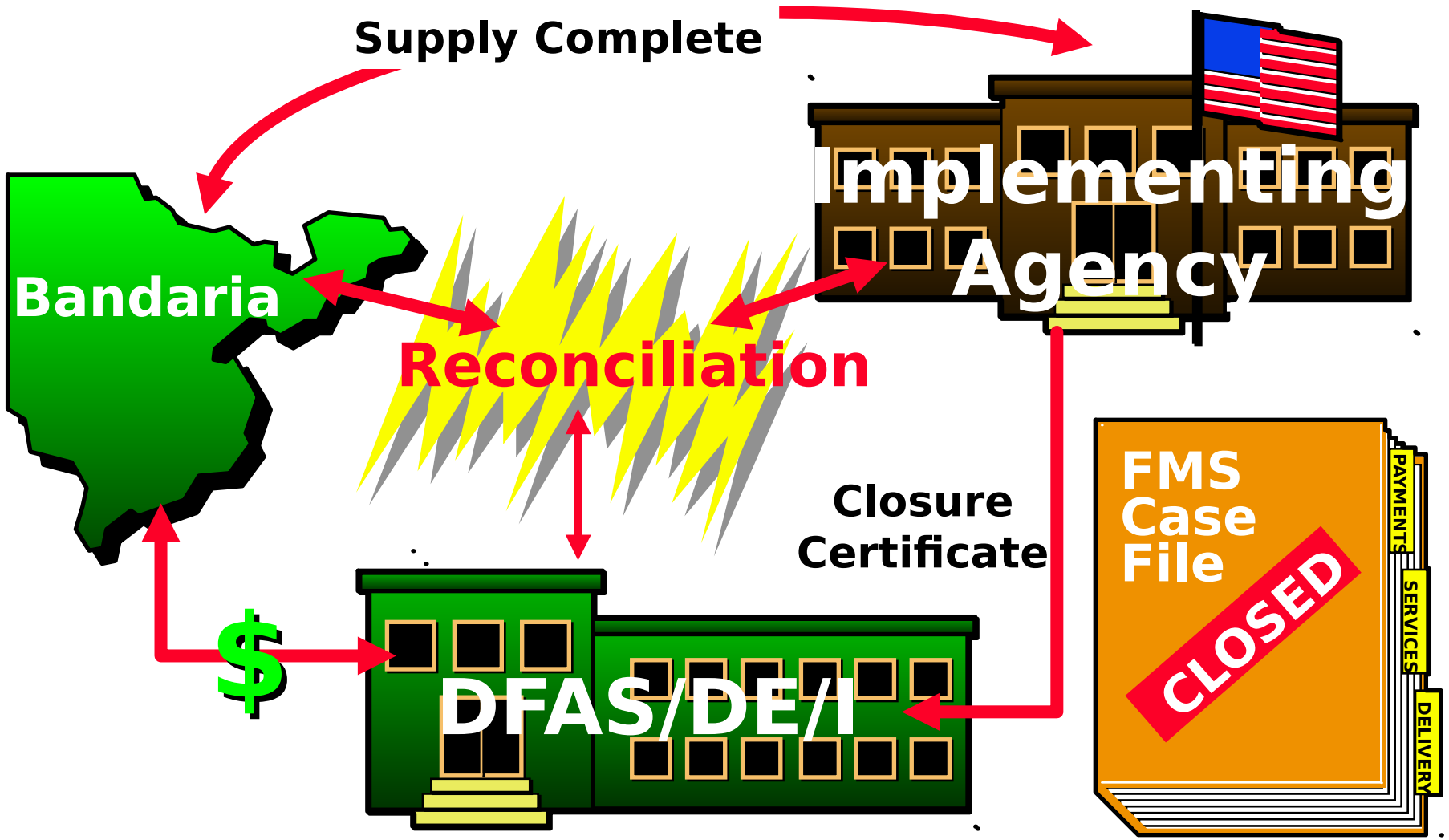


Execution



PDR

Case Closure



PDR